

# ENTERPRISE IRELAND

## Where innovation means business



**Katarina Kovács, Enterprise Ireland**

13th May 2015, Sofia

# Enterprise Ireland 2015 video

- <http://www.enterprise-ireland.com/videos/StPat2015.mov>
- <https://www.youtube.com/watch?v=fP3XzT4McFU>



# Our global team

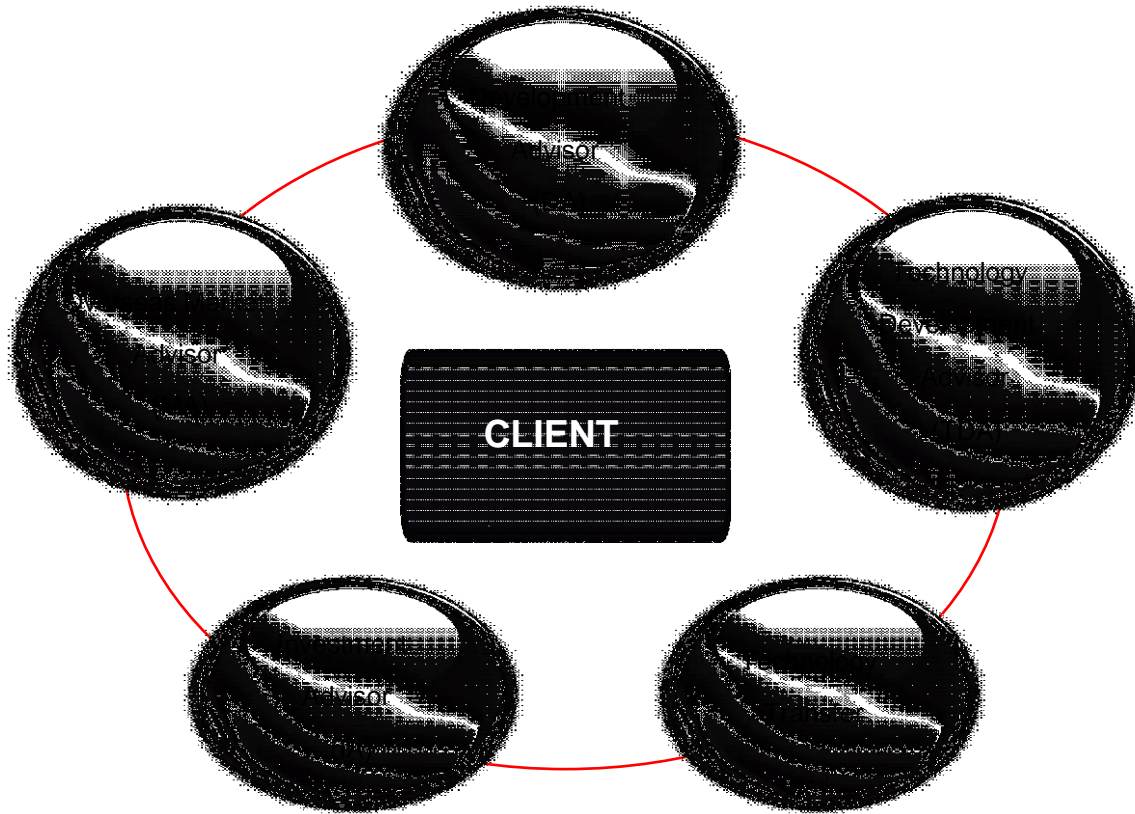
We connect millions of customers to thousands of game-changing Irish companies everyday



# We are everywhere Irish companies sell



# Enterprise Ireland Global Team



# Sister Agencies



An Roinn Post, Fiontar agus Nuálaíochta  
Department of Jobs, Enterprise and Innovation

**Irish Owned  
Enterprise**



**World-Class  
Research**



**Inward  
Investment**



# Bringing Irish innovation to global markets

- Food
- Software
- Cleantech
- Lifesciences
- Digital Media
- eLearning
- Telecommunications
- Manufacturing
- Engineering
- Construction
- Healthcare
- Financial Services
- Electronics
- Paper Print and Packaging
- Education





# Partnering with Irish industry




## Growing exports


**€17.1bn**  
value of exports

### Export growth by sector

 **13%** Software & public sector

 **9.6%** Food and beverage

 **7.3%** Construction and consumer

 **7%** Life sciences, engineering, paper print and packaging, electronics and cleantech

 **0.6%** Internationally traded services



## Creating jobs

**18,033**  
new jobs in 2013

**175,750**

employed by Enterprise Ireland clients

**300,000**

jobs supported by Enterprise Ireland clients



## Spending in the economy

**€20.28bn+**

Enterprise Ireland client companies



## Driving innovation

**858**

Client companies R&D projects  
€100k+ spend per annum

**139**

Client companies R&D projects  
€1m+ spend per annum

**€92m**

Investment in commercialising research and collaborative R&D for industry



## Developing leadership

**€27m**

Investment in strengthening leadership capability programmes



## Funding expansion

**€1,320m**

Value of managed seed and venture capital funds

**€65m**

Value of equity and venture capital investment

# We create opportunities



**Connecting** innovative Irish companies to **global** customers



**Investing** €87 million in science and technology infrastructure and research



**Introducing** investors to expanding companies



**Supporting** in-company research and innovation



# We fund expansion



**Managing** €65 million Enterprise Ireland equity and venture capital fund



**Connecting** businesses to €645 million in managed seed, venture capital and angel investor funds



**Accessing** Government grants and financial supports



# We support company development



**Building** management capabilities and strengths



**Investing** 27 million in management and leadership programmes for clients



**Providing** mentoring and developing networks



**Supporting** entrepreneurship throughout Ireland



# Ten Years of Irish Business in Central and SE Europe



# Trade with EU Central and SE Europe 11 (ex. Services)

	2013		2014	
Country	Exports €m	Imports €m	Exports €m	Imports €m
Bulgaria	70	22	66	34
Croatia	14	1	28	5
Czech republic	461	331	466	398
Estonia	22	15	18	41
Hungary	264	105	246	123
Latvia	47	23	55	28
Lithuania	33	79	37	68
Poland	817	387	954	433
Romania	375	109	357	98
Slovakia	61	61	55	46
Slovenia	35	17	37	35

# Irish and Central and SE European – Demographic Trade Effects

- **1991 Census**
  - Population was 3,525,719
  - 37,346 persons were born outside of Ireland (1.05%)
- **2011 Census**
  - Population was 4,525,281
  - 767,770 persons were born outside of Ireland (18%)
- **Largest Non-Irish Nationals Living in Ireland (in descending order)**
  - Polish, British, Lithuanian, Latvian
  - Approx. 3,000 Bulgarians
- **Nationals from 2004 EU Accession States account for approx 5% of Ireland Population**
- **Most spoken 1<sup>st</sup> Language spoken in Ireland (descending order)**
  - English, Polish, French, Irish, Lithuanian, German, Russian, Latvian

# Choosing Your Export Market...

## Key EI Client Sectors in Central and SE Europe

- **Products and Services for the FDI Sector – Irish firms supplying Multinationals in Ireland and Overseas are following them into Central Europe**
- **Smart Farm – Agricultural Machinery, Nutrition, Veterinary Chemicals, Plant Protection (with a strong focus on Dairy Sector)**
- **Information and Communications Technology – Wireless Technologies, Enterprise Solutions and Cloud Solutions**
- **Components and Services for the Engineering and Electronics Sector**
- **Construction and Engineering Services – Factories, Industrial Facilities and Datacenters**
- **Print and Packaging Technologies**



# And the ones we are developing

- **Opportunities in Logistics Supply Chain (Machinery, ICT Solutions and Security Solutions, Materials Handling, Sea Port Technologies)**
- **Cleantech (Upgrading of Central European Water and Waste systems, Construction of Wind Farms)**
- **Sales to Central European Municipalities (Equipment, Street Furniture, Municipal Lighting)**
- **Security (Including Prison Builds, Tracking Technologies and Monitoring Solutions)**
- **Healthcare and Wellness**

# Irish Suppliers to FDI: End-Market Clusters

Suppliers to FDI				
Materials	Components & Parts	Production Services	Operations & Equipment	Investment & BMS
PPI Adhesive Products	C&F Group	RealTime Technologies	IO Systems	PM Group
Tocana	Mergon International	Ventac	Instant Upright	Cylon Controls
Trend Technologies	Excelsys	Seratel	MacFab	Dortek
ID Technology	Trend Technologies	Axiom	Portwest	Dunreidy Engineering
Cuspal	Tool & Plastics	Sercom	CPL Jobs	Bruce Shaw
AQF	Clancy Radiators	Orbis IS	Ormonde Organics	CQS
Killala Precision	Burnside Autocyl	Episensor	Combilift	O'Connor Sutton Cronin
SF Engineering	ATA Group	EPS Global	Monicon	Global Security Devices
Systac Systems	Silcotec	FreeFlow	Salmon SW	
MetPro Group	Nualight	TSM Control Systems	Armac	
Athlone Extrusions	Nuvotem Teo	Transtest	ClearSphere	
Lenviron	Anord Control Systems	Automsoft		
	JFC Manufacturing	Lotus Automation		
	M&M Qualtech			

# Our services



# Start in Ireland: Candidates from CE and SE Europe

## Programme eligibility:

- introduce a new or innovative product or service to international markets;
- be a manufacturing, technology or internationally traded services company;
- be capable of creating 10 jobs in Ireland and realising €1 million in sales within three to four years of starting up
- have an experienced management team and be legally entitled to set up a business and reside in Ireland.
- be HQd and controlled in Ireland



# Irish Business in Central and South East Europe

# Central & South East Europe

- Large market of 70 million customers
- Varied impact of financial and economic crisis
- Export-lead growth (depends largely on Eurozone)
- FDI factor – Asian, American & EU companies looking for local supplier base
- Infrastructure investments supported by EU funding
- European business culture, time-zone, direct flights from Ireland
- Ireland is an excellent brand
- Large concentration of Irish companies
- Returning workforce from Ireland
- Rewarding market for Irish manufacturing companies



# Enterprise Ireland in Hungary

- **Joint EI office in Prague/Budapest assists clients in Central and Southeast Europe (CSE)**
- **Czech Republic, Hungary, Romania, Slovakia, Bulgaria and Western Balkans (mainly Croatia, Serbia and Slovenia)**
- **Mostly EU member states - SK and SLO Eurozone members and most markets served by direct flights from Dublin**
- **Demand for EI services in this region is significant**
- **Client work is leveraged by systemic use of local pathfinders**

# Enterprise Ireland's Strategy in CSE

- EI Prague/Budapest delivers primarily tailor-made individual assistance
- Focus on buyers' needs - opportunity development driven by end market clusters of clients capable to sell to particular buyer
- Current opportunities in sales to multinational companies, especially in the engineering and electronics sectors (CZ, HU, RO, SK), medical devices (CZ, HU), agriculture (RO, BG);
- Also opportunities in construction, travel & tourism, cleantech and ICT
- Assistance with "Start in Ireland" programme



# Irish Indigenous Exports to CSE

- Exports of EI clients to CSE increased by 46% from 2010 to 2013

ABR	2010	2013		2014		2015 (est.)	
	€000's	€000's	y-o-y%	€000's	y-o-y	€000's	y-o-y
Bulgaria	7,017	9,990		11,915		11,937	
Croatia	4,543	5,115		4,842		7,014	
Czech R.	44,659	58,736		73,512		77,620	
Hungary	21,893	26,067		28,366		29,840	
Romania	11,919	15,704		16,510		21,061	
Slovakia	9,766	23,527		26,293		29,204	
Slovenia	4,798	13,856		18,718		18,989	
<b>TOTAL</b>	<b>104,595</b>	<b>152,995</b>		<b>46.27%</b>		<b>180,156</b>	

# Examples of Exporters to Bulgaria

<b>DUBLIN AEROSPACE LTD</b>	<b>Engineering-Aerospace</b>
<b>BARCLAY CHEMICALS MANUFACTURING LTD</b>	<b>Crope protection products</b>
<b>BURNSIDE HYDRACYL (BALLYMOON) LTD</b>	<b>Hydraulic Cylinder Manufacturer</b>
<b>CHANELLE PHARMACEUTICAL MANUFACTURING LTD</b>	<b>Veterinary Pharmaceuticals</b>
<b>COMBILIFT</b>	<b>Industrial Forklifts</b>
<b>EIRGEN PHARMA LTD</b>	<b>Pharmaceutical company</b>
<b>GLOBOFORCE LTD</b>	<b>HR Solutions – Employee Recognition</b>
<b>INFORM NUTRITION IRELAND LTD</b>	<b>Animal Feed</b>
<b>JFC MANUFACTURING CO LTD</b>	<b>Plastics Products Manufacturer</b>
<b>LINCOR SOLUTIONS LTD</b>	<b>Digital media solutions for healthcare, Patient engagement tech</b>
<b>MEGAZYME INTERNATIONAL IRELAND LTD</b>	<b>Biotechnology/Analytical reagents, enzymes</b>
<b>NUALIGHT LTD</b>	<b>Specialist LED technology</b>
<b>OPENMIND NETWORKS LTD</b>	<b>Communication services for Telecoms Industry</b>
<b>PARC AVIATION LTD</b>	<b>Aviation Personnel Services</b>
<b>SCHIVO PRECISION LTD</b>	<b>Manufacturing solutions</b>
<b>SHANAHAN ENGINEERING</b>	<b>Engineering and Construction Services/Power generation</b>
<b>TAXBACK</b>	<b>Financial Services</b>
<b>TRINITY BIOTECH PLC</b>	<b>Diagnostic test kits</b>
<b>WEB COMPONENT TRADING</b>	<b>Alternative channel solutions for consumer electronics</b>
<b>WESTERN AUTOMATION RESEARCH &amp; DEVELOPMENT</b>	<b>Electrical Industry Supplies (Residual Current Devices)</b>

# Irish Companies in CSE



100+ employees



20+ employees



<20 employees



**Thank you for attention.**

**Katarina Kovács**

Market Adviser Hungary/Bulgaria/Romania

[katarina.kovacs@enterprise-ireland.com](mailto:katarina.kovacs@enterprise-ireland.com)